

# PERVICIOUS VICTORY RESULTS OF TORPEDOING SHOW REMARKABLE EFFICIENCY OF CONVOY SYSTEM SAVE 2800 AMERICANS

Washington, Sept. 12.—News of the torpedoing of the British liner *Persic*, with 2800 American troops on board, in the war zone on September 6, was given to the American people, first through the British Admiralty and then later through the Navy Department.

All the soldiers were rescued by accompanying destroyers. The *Persic* was damaged and the enemy submarine is believed to have been accounted for.

Officials here viewed the result of the attack more as an Allied success than a disaster. The fact that the *Persic* was torpedoed when she was endeavoring to overtake the convoyed fleet of transports after overcoming engine trouble which had forced her to lag, convinced officials that submarine commanders still are fearful of attacking troop ships in convoy. The immediate and completely successful assistance rendered by the destroyers was taken as additional evidence of the efficiency of the system now in vogue virtually is perfect.

Report Received September 6  
First word of the attack on the *Persic* was learned officially, reached the Navy Department on the night of September 6 in a brief communication from Admiral Sims, although naval officials emphatically denied in the interim that any important news of submarine activities was being withheld. They understood the British Admiralty expressed the request they be permitted to announce the news of the attack.

Summers that a transport had been sunk, probably with heavy loss of life, had been current in Washington since the publication of what evidently was a hurried London dispatch stating that Allied naval forces had rescued 2800 American soldiers from the *Persic*. The purpose of this article could be obtained from naval officials here.

More Attacks Expected  
Attacks on troopships by submarines constantly are expected by officials, and it may be that a new and more determined campaign has been decided upon by the Germans because of the losses suffered by their armies.

The greatest possible protection is afforded troopships, and this involves the American naval forces in the war zone are added by new construction in American yards.

The record achieved by the American and Allied navies in transporting more than 1,000,000 American soldiers overseas with the loss of only 231 of them is considered remarkable. It is accepted by naval officials as testifying to the success of the convoy system.

# OFFICIALS FEAR ODD MALADY IS SPANISH GRIPPE Believe the Disease Has Been Brought to Atlantic Coast by Returning Transports

Washington, Sept. 12.—Spanish influenza, the strange protruding malady that recently ravaged the German army and later spread into France and England, has been brought to some of the American Atlantic coast cities, officials here fear, but they are awaiting further investigation and developments before forming definite opinions.

In the opinion of officials the strange infection has been brought over by persons on returning American transports. There is little means of combating the disease except by absolute quarantine, and that obviously is impossible at this time, because it would require interruption of intercourse between communities as drastic as was resorted to in the dreaded days of yellow fever in the South.

Precautionary measures are considered the best weapons to combat the malady. As the disease is a new one to American physicians, the Government health authorities may take the measure in hand by issuing country-wide warnings and general instructions of how to avoid the infection, if possible, and how best to meet it if it be contracted.

Spanish influenza, although short lived and of virtually no permanent serious results, is a most distressing ailment. It prostrates the sufferer for a few days, during which he suffers the acute discomfort.

# Kaiser Prattles to "Dear Friends"

Continued from Page One  
greatest admiration for German science and inventive energy.

"What I want to do today is to express my imperial thanks to the directors of the Krupp, the foremost of the German works for the absolutely astounding manner in which the Krupp works have been placed at the disposal of the German army and the supreme war lord. Very great work has been accomplished by all, from the directors down to the last workman and workwoman, and this under increasing food and clothing difficulties, and the losses, sorrows and cares which have spared no home, neither princely house nor modest workman's dwelling.

"Industrial mobilization without distinction of age or sex has constituted a demand such as never before was made on the German people and yet it was responded to willingly and joyfully. In that connection I should like to express my warm thanks, as the country's father, to the women as well as the girls and the men for the self-sacrificing performance of their duty despite their harassing cares. No amongst our people should imagine that I am not conversant with this.

"In my journeys through the land I have spoken with many a widow, many a mother, many a member of the lower and the landwehr, whose hearts were heavy with cares, but who with the thought of duty first, were touched by your care to the depths of my heart.

"That paternal suggestions could so diminish the burden as far as possible has been done. Much could have been done otherwise and it is no wonder that I am satisfied here and there.

"To whom, after all, do we owe the victory? To the German people, to the German women, to the German workmen and children? Who was it who showed terrible hatred into this war? Who the enemy?

"The 'Peaceful' Kaiser  
Every one of you in the remotest of the Fatherland knows that I have returned to shorten the war as far as possible for you and your children. For the entire civilized world in December, 1918, I have been made public with a clear conscience of peace in the world.

allies, Jews, mockery and contempt were the answer.

"He up above knows my sense of responsibility. Repeatedly during the past months the responsible leaders of the Imperial Government have unanimously given to understand, to every one who wished to understand, that we are at all times ready to offer the hand of peace."

The Emperor declared the answer of Germany's army was the outspoken will to destruction, the disintegration, the crushing of Germany.

"To make peace," he added, "two are needed. If either is unwilling the other cannot. Presuming that he does not overthrow the other. Thus we are confronted with the enemy's absolute will to destruction. And against this absolute will to destruction we must place our absolute will to preserve our existence."

"Our brave army out there has shown you this will and deed. Whether in assault, in defense, or in trench fighting, the only thing that matters is that the enemy should lose as much as possible. That has occurred and continues to occur."

"Our death-defying navy also has proved that it beat the enemy at the Skagerrack despite his great superiority."

"L-Boats' Ruthless Work Praised  
"Our L-Boats, like a consuming worm, gnaw at the enemy's vitals more than our enemies will admit."

"Even though, in the opinion of many among you, it is lasting too long, every German man and every German woman, in witnessing these incomparably heroic deeds of our army and our navy, are aware that we are fighting and struggling for existence against a more powerful enemy, not only through our work, but as regards the thoughts of our children and our grandchildren."

War the Product of Envy  
"You will acknowledge that I am right in describing this war as the product of a great negation. And do you ask what negation is? It is the negation of the German people's right to existence. It is the negation of all our culture, a negation of our achievements, of all our work."

"Every nation has enemies to fight and war came upon us. And now, when our opponents see that their hopes have been deceived and how our mighty general, after whom your new workshops are rightly named, have dealt the blow upon blow, hatred springs up. We only know the honest wrath which deals the enemy the blow, but when he sees progress and bleeding we extend to him our hand and see to his recovery."

"But the Anglo-Saxon does not yet desire peace. That is how things are. The Anglo-Saxon has recourse to such criminal means."

Kaiser "Relies" Upon God  
The Emperor then referred to the German Emperor, "who by God's assistance again is on the road to recovery."

"I have said to you, 'I believe in God.' 'Cast thy burden upon the Lord and he shall sustain thee.' And 'But seek ye first his kingdom and his righteousness, and all these things shall be added unto you.' The Emperor then added:

"How can we please God and soften his heart? By doing our duty. In doing our duty we shall be helped. He is our strength in the fight against our enemies."

"One of us has received his appointed task from on high. You at your hammer, you at your lathe, and I on my throne. We must all, however, build on God's assistance. I trust in the Lord, and now I ask you all simply and honestly: Have we, then, really ground for doubt?"

"Only the best do we still fight and it is to be thought that the good God will abandon us there at the last moment. We often at home and at the front, in church and in the open air, have sung 'Eine Feste Burg ist Unser Gott.' So it is resounded in the blue vault of heaven and in the thundercloude.

Pledges All to Fight  
"Whoever has his heart in the right place and whoever intends to keep faith, let him stand up."

"Now promise me on behalf of the entire German labor: 'We intend to fight and to hold out to the last, so help us God.' Whoever so intends let him answer 'yes.'"

The assembly loudly chorused "yes," and the Kaiser continued.

"I thank you. With this 'yes' I go now to the field marshal. Now it is for every one of us to fulfill his vow to duty and to exert his body and mind to the utmost for the fatherland. Every doubt must be banished from mind and heart."

"Our watchword now is: The German swords are raised, hearts are strong and muscles are taut. On to the battle against everything that stands against us, no matter how long it lasts, so help us God. Amen. And now, farewell."

# PEACE OFFENSIVE NOW IN FULL SWING

By the Associated Press  
Washington, Sept. 12.—The German peace offensive is now recognized by officials here as being in full swing. A progressive campaign is clearly indicated to their minds by the apparently casual remarks of Premier von Hertling, a few days ago, followed by the more formal statements to the visiting German newspaper men in Vienna by Count Buriann, the Austrian Foreign Minister, the remarks of the German Crown Prince and now the speech of Emperor William himself to the working people of Essen.

Analysis of the nature of the Emperor's remark reported by cable fails to disclose any new features; there is the same off-reticent denial of responsibility for the continuance of the war, and the same warning to the German people that the purpose of the enemy is to destroy them.

Another step in the development of the peace offensive in Germany is the denunciation of Samuel Gompers by Carl Rudolph Legien, president of the German Federation of Labor Unions. These organizations are dominated by the Pan-Germans, who have taken alarm at Mr. Gompers' past work among the British labor unionists in exposing the dangers of a German peace "by un-Germans" and the machinery at work to try to hold the German Socialists in line.

LOOKS FOR ACTION  
BY REICHSSTAG  
Amsterdam, Sept. 12.—In view of recent events, says the Berlin correspondent of the Frankfort Zeitung in discussing the Reichstag, it is highly probable that the Reichstag majority will ascertain definitely whether the Government is strong and bold enough to pursue openly and honestly the policy of "peace by understanding" in the terms of the Reichstag resolution.

# TO HONOR AMERICAN WOMEN Daughters of France to Erect Monument in Paris

By the Associated Press  
Washington, Sept. 12.—A monument in Paris in honor of the women of the United States is to be erected by French women, a committee of which notified the American Red Cross today of the plan.

In the committee are the wife of Francis Jones, the American ambassador in Paris, and the wife of the American minister to France.

The monument is to be erected in the city of Paris, in the district of the Invalides, near the tomb of Napoleon. It is to be a monument to the American women who served in the French army during the war.

# THOUSANDS OF DRAFTED MEN DISMISSED AS DRUG ADDICTS

Report Shows Many Systematically Developed Habit After Being Inducted Into Service in Order to Secure Discharge—Drastic Law Is Urged

By the Associated Press  
Washington, Sept. 12.—Habitual use of morphine, cocaine, heroin and preparations containing other narcotic drugs has increased rapidly in the United States within the last two years, and a drastic anti-narcotic law must be enacted at this session of Congress to check the wholesale spread of the habit, according to a report made public today by a special Treasury investigating committee, together with a partial report on the number of drug addicts actually under physicians' treatment in the States.

The investigation of the committee, which is headed by Representative Rainey, of Illinois, showed that thousands of great numbers have been misled from military camps after it was found they were drug addicts, and that this number included many who systematically developed the habit after being drafted in order to insure their dismissal. This condition is one reason given for the urgency of immediate remedial legislation.

Some army officers have been found to be habitual users of morphine, and are expected to be sold to individuals who peddle against whom internal revenue agents wage perpetual warfare.

Last year the committee's records showed the production and sale of proprietary cordials, "drops" and paregoric syrup, containing a derivation of opium, increased rapidly, and that a large proportion of the population had consumed it for the drug effect rather than for medicinal purposes.

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Soldiers in camp obtained narcotic drugs illicitly from peddlers, who lost about the outskirts of camps, ingenious methods of receiving it were reported, including transmission in pies, candy or cakes, saturating correspondence with a drug solution, and sending packets enclosed in knitted articles.

# RECOGNITION BY U. S. ENCOURAGES CZECHS Great Significance Attached to Conference Between Wilson and Masaryk

By the United Press  
Washington, Sept. 12.—Encouraged by American recognition, the Czech-Slovaks of the world—both inside and outside of Austria—are mustering their strength and influence to the full support of the Entente cause, according to authoritative disclosures here today.

Great significance was attached to diplomats to the conference between President Wilson and Chairman Masaryk, of the Czech-Slovak National Council. It was the Bohemian leader's first visit to the White House since the Czech-Slovak recognition, and his presence was considered no less than a recognition of Doctor Masaryk's authority over the de facto government and the Czech-Slovak forces in Siberia.

Czech press dispatches to the National Council refer to the intense spirit aroused in Bohemia and Moravia by the assurance of outside aid and the fulfillment of the Czech-Slovak leaders.

Czech Deputy Karel Prásek, former Austrian cabinet member, is quoted in Prague newspapers as calling upon the members of every city council and town board to consider themselves delegates to the Czech-Slovak national committee at Prague.

Deputy Prásek declared that the Bohemian and the Slovak people must leave their destinies in the hands of the Czech deputies, who are valiantly fighting the authority of Vienna, but every man must line up in defense of the slogan "a sovereign independent Czech-Slovak State."

Diplomats here hold that the advice provides ample verification of the rumors of growing internal troubles in Austria and of the continued weakening of the Austrian Government.

The clergy of all Bohemian dioceses have recognized the Czech-Slovak national aspirations, according to advices from Prague. It is stated that Vienna newspapers are aroused by the stand and are demanding action against the churchmen.

# Leader of Old First Gets Big Job in France

Continued from Page One  
rank on July 6, 1917, after an almost meteoric rise. In less than a year he rose from a captain's office to be assigned to the Pennsylvania National Guard for a number of years and was formerly connected with the old First Regiment, of this city. He was one of the few National Guard officers to retain his rank after the guard was federalized.

During the action in which the 109th participated Colonel Brown was cited in news dispatches from Raymond Carroll, correspondent of the Public Ledger at the front.

Colonel Coulter, who is Colonel Brown's temporary successor, "won his spurs" during the Spanish-American War, at the same time the Tenth Pennsylvania Regiment won the title of "Fighting Tenth." He is well known in National Guard circles and is known to be an officer of great ability. His father was also a fighting man, and won much praise in the Civil War.

# OPPOSE ANTI-ZIONIST MOVE Oscar S. Straus and Jacob H. Schiff Decline to Join

New York, Sept. 12.—Oscar S. Straus and Jacob H. Schiff have declined to join in a conference which proposes to organize an anti-Zionist movement. It was announced by the Zionist organization of America.

In his letter of reply Mr. Straus characterized a conference to counteract the activities of Zionists as "distinctly unwise and harmful." He stated that in view of the assurances given by high officials of Great Britain and France for the welfare of the Jews in Palestine, opposition to such a beneficent purpose shows a lack of appreciation of these assurances, which should be received with gratitude of Jews, not only as such but as Americans.

Mr. Straus said that the action of the Allied nations was the "first significant and concrete move on their part to assure freedom of development for Jewish nationalities." He expressed the hope and made the request not as a Zionist but as an American, that the proposed conference should not be held.

# KILL GERMAN WOMAN Flier Machine Downed by American Had Female Pilot

With the American Army in France, Sept. 12.—That the Germans are using women as military aviators is indicated in a report that in a machine recently brought down by the Americans the pilot who was killed was a woman.

The captain of a company of the 187th Infantry says the pilot of a German plane brought down near Burg August 28 by Lieutenant Miller Thompson, of the American Air Force, was a woman. The discovery of the identity of the aviator was made the captain says when his men buried the enemy pilot and his machine.

# SCHOONER SINKS IN COLLISION Captain and Crew Rescued by Steamship Which Sank It

By the Associated Press  
Boston, Sept. 11.—A steamship from southern ports brought here Captain W. K. Andersen, his young wife and the crew of the four-masted schooner Governor Powers, which was abandoned after collision with the steamship of the southern Massachusetts coast yesterday. All were rescued without difficulty and only one of the crew was slightly hurt.

Captain Andersen said the steamship crashed into his vessel and almost cut her in two.

The Governor Powers registered 1962 tons gross and was bound, light, from Portland, Me., for Norfolk.

# M'CORMICK AND LEWIS WIN ILLINOIS PRIMARY

Congressmen Whose War Records Were Attacked Triumph. Mann and Cannon Also

By the Associated Press  
Chicago, Sept. 12.—Medill McCormick, Republican, will contest the Illinois senatorship this fall with James Hamilton Lewis, Democratic incumbent, nominated at yesterday's primaries by a plurality of 62,000 on the basis of returns available, over Mayor William Hale Thompson, of Chicago, and Congressman George Edmund Foss. With reports available from 1979 precincts out of 2973 outside of Cook County (Chicago), McCormick had a plurality outside the metropolis estimated at 79,000. Mayor Thompson carried the city by 17,000, fewer than one third the normal number of voters going to the polls.

Unofficial returns showed the total vote in Chicago to be about 125,000. Foss polled only 13,000 votes in Chicago, but was close to Mayor Thompson down State.

Former Governor Richard Yates and William E. Mason, incumbent, were nominated by the Republicans for Congressmen-at-Large, although Mason had been opposed because of his alleged attitude toward the war. They will contest the election with M. H. Cleary and W. E. Williams, nominated by the Democrats.

Another congressional candidate whose opponents attacked his war record in Congress was Fred A. Britten, but he carried the Ninth District over Fletcher Dobbins nearly three to one. Nicola Juhl, congressman from the Seventh District, was elected to the House of Representatives. He had been questioned during the campaign, was nominated by a comparatively small margin over M. A. Michaelson, a Thompson supporter.

On the State ticket P. E. Sterling was nominated by the Republicans for State Treasurer to oppose James J. Brady, selected by the Democrats.

Minority Leader of the House James R. Mann, of the Second Congressional District, was nominated for re-election without opposition, as was Joseph G. Cannon, of the Eighteenth District.

Mr. Cannon is seeking his twenty-second term in Congress, and will be opposed by only one other candidate, a Socialist.

Moreno Passes New Test  
Buenos Aires, Sept. 12.—The Argentine dreadnought *Moreno*, built at Argentin, N. J., has successfully passed tests with a new oil-burning device, with which it is intended to utilize crude petroleum as fuel.

# STEEL EMPLOYERS REJECT AWARD

Bethlehem Company Fails to Meet Demand of War Labor Board

# GENERAL STRIKE LOOMS

Unsatisfactory Conditions in Schwab's Plant Given as Basis for Stoppage of Work

Washington, Sept. 12.—While preparing today to hear representatives of the union sheet-metal workers threatening a general strike east of the Mississippi River on Monday, on account of conditions at the Bethlehem Steel plant, the war labor board received a message from the Bethlehem Company which, it is understood, failed to meet a request for immediate and full acceptance of the recent board's wage award.

Demand on Grace  
A demand that the Bethlehem Steel Company make known immediately whether it plans to comply with the award of the national war labor board bettering wages and working conditions of its 25,000 employees was served on President Eugene Grace by the board.

Grace was told to make a categorical reply by telegram.

The board's award, handed down weeks ago, increased wages and ordered abolition of the bonus system. At hearings conducted by the board, workmen charged the system has and still is hampering production of big guns by increasing the labor turnover at the Bethlehem plants. They submitted figures to show that the turnover had been in the neighborhood of 100 per cent for more than a year.

A general strike of machinists that would disrupt the nation's munition program was believed impossible today as a result of the ultimatum served on 4500 Bridgeport, Conn., strikers by the executive committee of the International Machinists Union.

The committee in a telegram ordered the strikers to return to work Friday morning or face suspension from the organization.

This is taken as a warning to machinists in other cities that the executive committee will give them neither financial nor moral support if they walk out in sympathy with the Bridgeport strikers, who have tied up more than fifty plants making shells.

The executive committee's telegram which was filed by President Johnston, said plainly: The strikers should consider the nation's need first, no matter how unfair they might consider the award of the national war labor board's umpire, whose decision the Bridgeport men have refused to abide by.

California Girls Picking Fruit  
Fifty stenographers, university and normal school girls, of San Francisco, have gone to Hamilton City, where they will pick fruit for the rest of the season. One hundred and fifty more girls soon will leave for the northern California orchards. Farmers of northern California have been unable to get help to pick their fruit, and they now call for assistance to the land army of San Francisco.

Fourteen More Teachers Resign  
Fourteen more teachers of the public schools have sent their resignations to the Board of Education. The figures are a report that in a machine recently brought down by the Americans the pilot who was killed was a woman.

# BUSINESS CAREER OF PETER FLINT

A Story of Salesmanship by Harold Whitehead

CCXC  
NOW, I'll try to write down what I know of the career of Peter Flint, the salesman, told us last night. Of course, I can't put it down in his line of talk, for I never was good at high-brow lingo. I wish I could use some of the tony language that Jones does, for it has a kick to it, even if it isn't slangy.

Francis said that "the most vigorous thoughts can be expressed in perfect English, and after saying 'Jones,' as I nicknamed him, I kind of agreed. Well, this is what old 'Jones' said—as near as I can remember.

"Before we commence to discuss the art of selling, we must first satisfy ourselves of the usefulness of salesmanship ability, and that salesmanship can be taught."

"Salesmanship may be termed as the art of selling, and must first satisfy ourselves of the usefulness of salesmanship ability, and that salesmanship can be taught."

"At once you perceive that it does not mean merely to sell goods for money, but is much broader in its scope, for everybody, all day long, is passing ideas to others and trying to get them to back these ideas up."

"Conceive a few varied occupations and notice how salesmanship is an essential part of the requirements for success."

"Why, before you even begin to work, you have to get a job, and what is that if not selling your service to some one else? Salesmanship!"

"Does a doctor need salesmanship, you may ask? Imagine two doctors of equal ability, so far as it is possible to judge, located in the same town. One succeeds while the other barely makes a living."

"It's because the successful doctor is a salesman; he knows how to meet people in a way that impresses them favorably. He joins the local lodge; he's a church member and is a regular at the church suppers. He's always glad to meet people and shows it by his manner."

"You may say, 'I like Doctor Jones; he's always so bright and cheery. If I were sick, he'd be the one I'd want. I hear he's very clever.'"

"The lawyer, of course, needs salesmanship, just in the same way the doctor does. And in defending or prosecuting for his clients, he must 'sell' the justice of his case to judge and jury."

"Why, even the little baby unconsciously exercises salesmanship when she holds out a chubby little hand to you and says, 'Give me a cookie, please.'"

"The politician, of course, needs salesmanship, for every public talk he gives is a 'selling' talk. If 'up' for some office, the politician tries to sell to the public his services for the particular office. He tries to sell the people, and can offer a good line of samples in the shape of his last record and general reputation. He is elected. In other words, he makes a sale."

"The bookkeeper needs to exercise salesmanship, for he must 'sell' his fellow-workers the thought that he is a decent fellow to work with."

"The minister 'sells' the value of leading a good, Christian life. Some ministers are poor salesmen and then people say, 'Oh, there's nothing in religion,' while the true value of the 'good' is that the 'salesman' has the finest line of 'goods' on earth to sell, but if he's a poor salesman he can't make the sales."

"And one more example. The lover—surely he needs to exercise salesmanship of a high order, for he must 'sell' himself to some sweet miss. He must be

able to so present the benefits of his 'goods' that the coy damsel will place an order for 'one husband to sample.' In every walk of life we find that salesmanship is the motive force which enables one to travel the path successfully—the good salesman, of course, always has good goods to sell—he won't try to sell inferior values."

A whole lot of questions followed and the way "Jones" answered them showed that he was on to the curves of the game.

Francis enrolled, and before I fully realized it I did, too. It might help me to sell more insurance. At any rate, it will be good fun. I want to do some studying.

I've been thinking over what Margaret Riller said about me at her wedding. She said I was an ignorant mutt—not in those words, but that's what it meant. At any rate, I might just as well kill one evening a week studying.

Have just returned from Newark. If Francis doesn't come in right away I'll have to telephone to Dad for help. Oh! what a terrible shock had greeted me at the hospital.


# MUTINEERS SHOOT BOYS

Rebellious Germans in Battle With Home Guards  
Amsterdam, Sept. 12.—A German regiment of the Twenty-fifth mutinied at Cologne August 31, according to the Telegram.

The mutiny of the incident says that the soldiers, on being ordered to leave Cologne for the western front, refused to board a train. Another regiment was then ordered to force the refractory troops to board the train. A detachment of the home defense guard, composed of young men, then ordered to undertake the task, and a fight followed, in which eleven boys of the defense were killed and many others were wounded.

# Suspected Professor Resigns

State College, Pa., Sept. 12.—Professor Edward Ernest, holder of the department of Industrial and fine arts at the Pennsylvania State College, whose loyalty to the United States has been questioned by the Federal Department of Justice, has resigned his position with the college. This announcement was made by President Sparks, following a meeting of the executive committee of the board of trustees.



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